



VIDEO AGE INTERNATIONAL

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DAY 1

January 17, 2017

How LATAM Marketing Teams Prep for NATPE

To monitor the preparations for NATPE Miami, the premier TV trade show for LATAM content and sales, VideoAge contacted the marketing teams at five distribution companies covering Mexico, Colombia and Argentina. However, one company did not want to be named, so it is identified here as "anonymous."

What are the three key issues to deal with at NATPE?

Smilehood's Silvana D'Angelo: "Buyers will be looking for new original content, taking more risks and not copying other broadcasters. We're thinking 360 and multiplatform. Linear TV continues to request reality shows, talent shows and entertainment. We are ... conscious of this present demand."



Anonymous: "Having a flexible schedule, trying not to book too many meetings in a row, avoiding delay problems, especially from elevators, that clients might have. Finding openings in our schedule to spend time at the Bleu Bar, since you never know who you might bump into. Finding a good location for the booth or meeting table; somewhere that is not too isolated from the main

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NATPE Miami To Set Tone For The New Year

Over 260 exhibiting companies are expected to set up shop here at NATPE Miami, making it the premier TV trade show for LATAM and, increasingly, European TV business.

This coming year is going to be crucial for the LATAM TV market with financial turbulence predicted in Argentina, Colombia, Brazil and Mexico, with a showdown expected in Venezuela.

In addition, the unpredictability of the new U.S. presidency is expected to contribute to some instability in the advertising market worldwide.

Because NATPE Miami is the

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VideoAge Daily on the go



Finding Out What Kind of Mart NATPE Is

Just by looking at the countries from which NATPE exhibitors hail, one could say that LATAM doesn't actually have a large presence here. There are 25 Latin American companies represented, while there are 78 from Europe and 102 from the United States.

On the other hand, if one looks at acquisition executives arriving from different parts of the world, there are 75 buyers from Europe, 150 from LATAM, and a whopping 410 from the U.S., which represent 58 percent of the registered 700 buyers. Taking into account 36 buyers from Canada, it can be said that NATPE Miami is mainly a U.S. TV market, followed by LATAM, Europe and Canada. But on a competitive scale, the seven Canadian exhibitors have a buyer-seller ratio of close to 95:1, compared to the Latins at 22:1, the Europeans at 8:1 and the Americans at 3:1.

However, among the U.S. buying contingent there are many executives who acquire content for American pan-regionals, such as

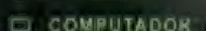
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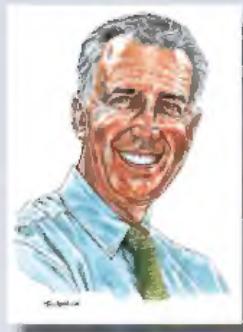
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My 2¢

Lately, conferences about digital media tend to elevate the digital world by lowering and downplaying quality TV content that, after all, drives most digital growth. This is definitely not the way to treat a king!



Late last October, I attended the Video Everywhere Summit, organized by the New York-based Digital Place Advertising Association (DPAA) in Manhattan.

Some 28 speakers made the trip to the podium to participate in 18 conferences, touching on topics such as mobile consumers, video innovation, data-driven creativity, shifts in viewing and Digital Out of Home (DOOH) experiences. There was lots of DOOH, with even a *Daily DOOH* "printed" publication prominently displayed. Obviously, print is still king in the digital world!

But one king that was not honored — indeed it was somewhat, if only indirectly, pushed aside — was quality content.

And here is the disbelief part of the Summit: It was a commemoration of mobile and second-screen media and a celebration of the demise of traditional television.

It seemed like speaker after speaker took delight in presenting data showing how terribly traditional television is performing, and predicting that it will only get worse.

But the question that begged to be answered was: If traditional television will supposedly disappear, where will quality content that drives mobile and second-screen media growth come from?

In fact, statements downplaying linear TV are refuted by recent data that shows how relevant traditional television still is. In the

U.K., for example, after years of being told that family viewing time around the television screen will become a thing of the past, new data from researcher KPMG shows that the typical British family continues to congregate around a TV set.

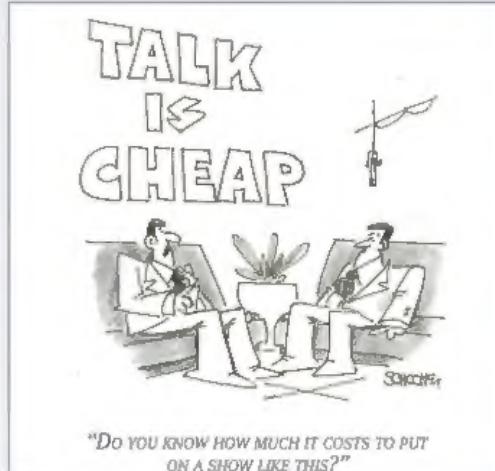
Just last month, the Strasbourg-based European Audiovisual Observatory stated, "Television still holds strong in the face of booming Internet advertising."

However, this attitude is not limited only to DPAA and the digital world in general. A former TV conference and market organizer confessed to me that his assistants were delighted to set up conference topics that downgraded traditional television.

Apparently, explaining that their sector, marketplace, trade shows and conference portions existed thanks to traditional television did not make them change their digital minds, which, after all, are very simple, being made of a sequence of "ones" and "zeros" as they are.

In a final analysis, one could say that nowadays seminars about digital media represent the typical case where a nose is cut off to spite the face! And it is not as though those inexpensive, though popular, short-form or Internet videos are making any money for the companies involved anyway.

Dom Serafini



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(Continued from Cover)

LATAM Marketing



area and is easy to access."

Ledafilms' Alejandro Leda: "One is to keep a close eye on the adoption of new high-definition formats such as 4K or even 8K in both digital platforms as well as in traditional broadcasts. Also, to look at how content acquisition and development is being shaped by the troves of consumer data available in Latin America. And lastly, how exhibition windows keep changing and adopting new forms in our territory. All three of these areas are things that we always pay a lot of attention to at Ledafilms."

How do you prepare contingency plans (if something goes wrong)?

Anonymous: "I carry contact details, especially phone numbers, of the people I'm meeting with. I also make sure to have someone back home at the office ready to act in case we need to contact someone from the event organization so that I can still focus on the meetings while potential problems are being solved."

Leda: "We always have at least two contingency plans, but are mindful to keep a creative and open mind to find solutions on-the-go as well. This is something that I learned from my experience as a pilot; you never want to be in a position where you can only rely on one plan and that plan alone. We discuss contingency plans with our executive team constantly which gives each head of department the freedom to make decisions responsibly and quickly without having to seek approvals."

In terms of spending per market, what are the key trade shows?

Telefilms' Tomás Darcyl (pictured above): "Each year, we invest in four big international television events and four major international film events. This year we are adding one film festival. The television fairs that are important to Telefilms are: NATPE, Los Angeles Screenings, MIP-TV and MIPCOM. For film, we chose, Berlinale, Cannes, Toronto and the American Film Market. And this year we added Sundance."

Comarex's Marcel Vinay: "For us, the key markets vary from year to year. Mostly they depend on the programming we have, local trends and the economic situation in each region."

D'Angelo: Definitely NATPE, which continues to be very important for the Latin market; MIPCOM for the European and Asian markets and, recently MIP Cancun turned out to be very interesting with a new format that we found very good.

(Continued on Page 6)

Miami Sets Tone

first major international TV trade show of the year, it offers an invaluable opportunity to discuss face-to-face with both colleagues and clients future plans to better deal with any upcoming challenges. In this business, no one likes surprises or to be unprepared. And in effect, NATPE Miami will outline a roadmap for the entire year.

Judging from the large number of scheduled parties tonight, one could safely assume that the international TV business is booming. However, there is also a cry from smaller companies that are starting the year by slashing their annual marketing budgets and reducing trade show participation.

Another development this NATPE faces is the encroaching influence of MIP Cancun, especially for the ROI of smaller distributors. As explained by one such company: "I met with most of my clients in Cancun, and since 60 days later I don't have any new product to offer I have not asked to meet them again here in Miami."

Conversely, a spokesperson for a large distribution company reported that their NATPE schedule is overflowing, and that in Miami they meet with companies that did not go to Cancun.

VideoAge Daily asked both buyers and sellers whether NATPE, as the first TV market of the year, sets the tone for the industry.

Philippine-based GMA Worldwide's Roxanne Barcelona said: "NATPE sets the tone for the year ahead. Last year we launched our drama formats here and four of them, plus a canned series, were picked up. This year we look forward to building more partnerships in Latin America and elsewhere."

For Patricia Daujotas, of Canal 10 in Uruguay, "NATPE is a very important market for us, [but] it does not set the tone for the upcoming months because we already have our programming grids ready for the first months of the year. [However], it shows a trend of how the business is moving on."

A similar view was expressed by Calinos' Emre Gorenatas from Turkey: "Yes, NATPE is the first market in the year, but the TV season in Turkey starts in September, so we go to MIPCOM, MIP Cancun and ATF with new titles. At NATPE we're just following up."

But Kerim Emrah Turna of Turkey's Kanal D had a different take: "NATPE has become one of our core markets during the year. [But] due to the non-stop broadcasts and 24/7 way of living in our industry it is hard to accept something as a 'first' during the year. We think that the calendar has lost its importance in means of continuity."

However, to Mediaset Distribution's Manuela Caputi from Italy: "NATPE, as the first market of the year, is important for us for testing some new products such as unscripted formats. This market is a kind of test not just for LATAM, but also for the whole international market."

For Canada and U.S.-based Jeffrey Weber of ZoneTV, which delivers digital-first content packaged as channels for the pay-TV ecosystem, "[NATPE] does help set the tone for the year. For ZoneTV specifically, we are aggressively looking for 10,000 hours of content, and our success here will absolutely set the tone for what we anticipate will be a year of great expansion and growth." ■

What Kind of Mart?

Hulda Acevedo (A+E Networks Latin America), or for distribution companies (like Somos) or agents such as Cida Goncalves, who represents Brazilian TV outlets from her Los Angeles base.

In terms of growth, if NATPE Miami were compared to MIPCOM, Miami has more LATAM companies with individual stands (25 versus 15 in Cannes). However, MIPCOM has more exhibitors in pavilions (five pavilions with 85 companies total), which could represent a growth area for NATPE Miami.

One particular area of growth for NATPE is represented by Canada. Judging from that country's presence at MIPCOM, just for individual stands NATPE has the potential to double them, and, if a pavilion is involved, Canada's exhibition presence at NATPE Miami could reach 100 companies. In terms of buyers to sellers ratio, NATPE would still represent a good deal with a 7:1 ratio in favor of Canadian distributors.



VideoAge Daily surveyed both buyers and sellers to assess whether NATPE is just a LATAM market or more international.

From the Philippines, GMA Worldwide's Roxanne Barcelona stated, "We consider [it] an international market. Although the event hosts mainly Latin American buyers and distributors, it affords an opportunity to meet clients from outside Latin America as well. In fact, last year we had meetings with our African, Russian, and North American clients."

From Italy, Mediaset Distribution's Manuela Caputi concurred, "NATPE is not just for LATAM, and I consider it the first very important market of the year. Also, the fact that many buyers outside LATAM come to meet LATAM producers and broadcasters, makes NATPE quite an international convention."

Similarly, Kerim Emrah Turna of Turkey's Kanal D said, "Five years ago yes, [since] we focused only on LATAM, but today NATPE is absolutely an international market for us. We [are] meeting with clients from Americas, Europe, Africa and Asia."

But from Turkey, Calinos' Emre Gorenatas said, "For us, NATPE is only a LATAM market. I'm the only one here at NATPE from Calinos because I'm responsible for LATAM." ■

LINE UP



BLOODLINE

In a world where the price of a single gram is higher than cocaine, a determined Special Forces soldier seeks revenge against the persons for the thousands of grams and the murder of his partner who died trying to save them.

STARRING: Rocky Myers (Coyote X), Erin Ross (Gathering Rain), Erica Wessels (Primeval) and introducing Twinkie Neale

DIRECTED BY: Darrell Roodt (Terrorist - Academy Award Nominee)

ACTION, 90 Min., 2017



THE EXECUTOR

An ex-con is forced to kill in the name of God to realize his life purpose after saving a little boy from one of his very violent clients.

STARRING: Paul Sorvino (Goodfella), Misty Burton (The Sixth Sense, The O.C.), Markiss McFadden (Transformers, Dark of the Moon)

DIRECTED BY: Moshe Wind

ACTION, 90 Min., 2017



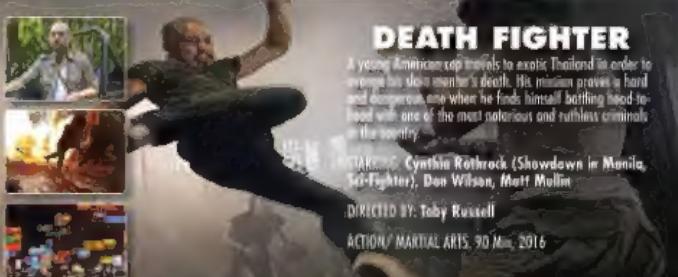
**BOONE:
THE BOUNTY HUNTER**

A reality show Bounty Hunter gets in over his head when he attempts to bring down a drug lord and his wife.

STARRING: John Hennigan (WWE Smackdown), Osric Chau (The Man With the Iron Fists), Spencer Grammer (Gang), Jonathan Lipnicki (The Little Vampire), Dominique Swain (Fox-01), Larissa Lamont & Kristin Schaal

DIRECTED BY: Robert Kirby

ACTION, 90 Min., 2017



DEATH FIGHTER

A young American cop travels to exotic Thailand in order to avenge his close mentor's death. His mission proves a hard task to accomplish when he finds himself battling head-to-head with one of the most notorious and ruthless criminals in the country.

STARRING: Cynthia Rothrock (Showdown in Manila, 10-Fighter), Dan Wilson, Matt Mullin

DIRECTED BY: Toby Russell

ACTION / MARTIAL ARTS, 90 Min., 2016



**A DOGGONE
HOLLYWOOD**

Murphy ("Just Jesus the Jack") is a mega-famous, comedic TV star who is fed up with being treated like a "cash-muncher" by Hollywood executives. He escapes and a group of fan-loving kids save him.

STARRING: YouTube sensation "Just Jesse" as himself, Lauren Parkinson (Avengers Grimm), Michael Pare (Street of Fools, Eddie & The Crimsons), Paul Logan (Code Red)

DIRECTED BY: Jim Wysorek

FAMILY, POST PRODUCTION, 2017



HOPE DANCES

A budding prima ballerina must choose between her love of dance and her father's aspirations of making her a sports champion.

STARRING: Michael Cottier (Inherent Vice), Karen Kohn (Steve Jobs) and introducing Ava Rose Dillon

DIRECTED BY: Andrew Dillon

FAMILY, 90 Min., 2017



**THE GADGETGANG
IN OUTER SPACE**

The neighborhood kids are working on their science project when quirky little space aliens fall to Earth. They must help these good-hearted creatures for their space god so they can fight evil invaders and save the universe.

DIRECTED BY: Al McElrath

ANIMATION / FAMILY / ACTION / ADVENTURE, 90 Min., 2016



SPIRIT RIDERS

A rebellious 17-year-old girl is sentenced to attend a program of an equine therapy camp. There she finds kindred spirit in a retired racehorse. Under the guidance of the ranch's no-nonsense owner, helps rein in Blaze and in the process, learns how to let go of the past, forgive herself, and set her spirit free.

STARRING: Lance Henriksen (Armageddon, Aliens, Delirious (Disney's A.N.I.M.E. Farm), C. Thomas Howell (October), Olivia Osment (Anatomy of Deception)

DIRECTED BY: Brian L. Jones

FAMILY / INSPIRATIONAL, 92 Min., 2015



**TRUE HEALTH:
BODY, MIND, SPIRIT**

An all-encompassing look at how to live a healthy and joyful life from the inside out. Packed with relatable interviews revealing their real life trials, Joe Estes and Betty Bridges tell their stories of struggle with alcohol abuse, Betty discusses helping her son quit drugs and Larry Thomas, Semih's Soup Kitez is featured!

HOSTED BY: Board Certified Naturopath, Dr. Kenfield

FEATURING: Joe Estes, Betty Bridges, Lawrence Smith and more!

DIRECTED BY: Greg Green

LIFESTYLE, 26x30 Min., 2016



**HOW THE BEATLES
CHANGED THE WORLD**

The fascinating story of the cultural, social, spiritual and musical revolution ignited by the coming of the Beatles. Featuring fresh, revealing interviews as well as a wealth of rarely-seen archival footage, this documentary presents a bold new take on the most significant band in the history of music and their enduring impact on popular culture.

INTERVIEWS WITH: Paul McCartney, John Lennon, Ringo Starr, George Harrison, Brian Epstein, Yoko Ono

ROCK DOCUMENTARY, 90 Min., 2017

(Continued From Page 4)

How Latin America's Marketing Teams Prepare For Television Trade Shows

Anonymous: "MIPCOM is our main market, consuming 95 percent of our budget. The rest goes to Rio Content Market. We are considering attending a new market in 2017; the expenses would be something around 75 percent MIPCOM, 20 percent the new market and five percent Rio Content Market."

Leda: "NATPE is one of them, no doubt. We feel it's important to have a presence at key trade shows. That's why on a yearly basis we attend NATPE, the Berlinale, the Cannes Film Festival, the Toronto International Film Festival, MIPCOM, AFM, MIPq Cancun and are also now adding a few film festivals such as Cabos and Cartagena."

In terms of investments, what is the percentage invested in trade shows vs. local sales visits?

Vinay: "Spending for local visits has increased in the last two years and it is now higher than for trade shows."

D'Angelo: "The share invested in international trade shows is still higher than local sales trips. Attending important TV markets is a sure tool to meet our clients and potential buyers. However, if those fairs continue to be very expensive, we have to invest more in local and regional trips during 2017 because clients still need the personal touch."

Anonymous: "We do not make local sales visits, so it would be 100 percent on trade shows."



Is participation at trade show seminars and conferences important for your sales results?

Anonymous: "It does not have any short-term impact, but I believe that in the mid-term it definitely helps increase sales, since it gives us an opportunity to understand our clients' needs and, of course, meet new clients."

Dareyl: "Yes, it is very important and that is why we choose carefully where to go."

Dareyl: "Conferences can be important to learn about trends and how others are coming up with solutions to challenges in new technology as well as [finding] opportunities. I've had enlightening moments. Participating in conferences and attending is something I recommend to everyone."

Vinay: "Yes it is important, but you need to choose the correct ones."

In terms of media, what kind of editorial coverage do you expect or plan for?

D'Angelo: "Exposure is essential to our marketing activity before and during each convention, and it is useful to read what broadcasters are looking for. Specialized media is very useful to both buyers and sellers."

Anonymous: "We have a very limited budget for media. We usually announce a one-page ad in one trade magazine per show we attend. We understand that media coverage walks hand in hand with paid ads, so we are making efforts to increase this kind of exposure this year."

Leda: "Media is always a great way to communicate with the industry and share details on our plans, goals and the great titles that we bring to Latin America. We are lucky to have an A-level team at Ledafilms and each one of our executives has something great to share with the media and the industry at large."

Dareyl: "As far as publicity is concerned, we invest a lot of money in outdoor advertising and television spots — basically advertising to reach consumers who go to the cinemas."

(By Omar Méndez, CEO & Chief Editor, The Daily Television)

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NATPE17 : Meeting Table 20

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Google to Compete with Cable, Satellite

Alphabet's Unplugged streaming video service is challenging traditional U.S. cable and satellite TV services. Unplugged, a "cable-like" service owned by what used to be called Google and has now been renamed Alphabet, is expected to launch next month and is operated by Google's YouTube platform but as a separate service.

Basically, it offers consumers a bundle of live TV channels (broadcast and cable TV) streamed over the Internet.

So far, Unplugged has reached agreements with CBS, Disney, Viacom and 21st Century Fox. Negotiations are also underway with Time Warner for HBO. Unplugged is expected to be offered for about \$25 a month for a "skinny bundle" (the four major TV networks and a few popular cable channels for a total of between 15 and 30 channels), and \$40 a month for a premium service. This is in addition to the fee for broadband and the cost of an OTT device with the Unplugged app that could be from Apple, Roku or others.

Google is lining up channels by paying rights holders more in affiliate



fees (cable pays them retrans fees) than cable and satellite operators.

Reportedly, CBS is getting \$4 a month for each Unplugged subscriber, and \$2 a month from cable and satellite operators.

Competition will be fierce since other giants also plan to expand their on-demand services with live channels.

Meanwhile the number of U.S. TV households (TVHH) has grown by 1.7 percent to 118.4 million, according to TV ratings company Nielsen. However, cable and satellite TV subscriptions fell 3.4 percent in 2016.

Pictured at left are CBS's Leslie Moonves and Google co-founder Larry Page.

A Return To Traditional Television

According to Nielsen and other audience rating companies, in the U.S. from 2011 to 2016 for the age group 18-24, weekly TV viewing dropped from 28 hours to 20 hours. Also, for the age group 25-34, TV viewing declined from 32 hours to 28 hours per week.

However, the 35-49 group basically stayed the same, at 32 hours per week. This means that those who were 30 years old in 2011 have now returned to traditional television, and each group that in 2011 watched less television with age, have increased their traditional TV viewing, reaching 44 hours a week for the over-55 and 51 hours a week for the over-65.

If digital TV viewing is included, the return to traditional TV set viewing could be even more drastic. Last month, during a presentation, David Poltrack, CBS Corp.'s chief research officer, said: "So, I ask you, if someone is watching a television program on a television set through an OTT source, is that not television viewing? In that context, is there really any difference between watching a program on Netflix and watching a program on HBO or Showtime?"

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Lionsgate Gets Dirty

Lionsgate Entertainment retools a classic with an all new three-hour musical event. An updated and expanded version of *Dirty Dancing* stars Abigail Breslin as Baby, Debra Messing as Marjorie Houseman and introduces Colt Prather as Johnny Castle.

An aging ex-stuntman and an optimistic Swedish DJ improbable come together to form a new private detective firm in comedy series *Swedish Dicks* (pictured). Together, they'll solve some of the strangest cases Los Angeles has ever seen.

Set behind the scenes on a fictitious late-night show, *Nightcap* gives viewers an unfiltered look at what goes on when the cameras are off. Ali Wentworth stars as Staci, a frazzled producer, in this half-hour comedy series.

Follow unlikely duos composed of expert survivalists and pampered partners in new comedic survival competition *Kicking & Screaming*. The pairs will be dropped into the wilderness and must contend with wild animals, raging rivers, hunger and more. The winning team takes home \$500,000.

The wildly popular gaming app comes to life in *Candy Crush*. Four teams of two competitors each compete for cash prizes in this game show set in a colorful candy world.

Nick Nolte stars as former U.S. President Richard Graves, who, 25 years after leaving the White House, decides to right the wrongs of his administration. Sela Ward, Skylar Astin and Nia Vardalos also star in this half-hour comedy series.

The family at the head of a Memphis megachurch struggles with greed, adultery, sibling rivalry and conflicting values in drama series *Greenleaf*.

Tresor Tower, 2-1714
www.lionsgate.com



It's Crunch Time For GRB

GRB Entertainment comes to NATPE with a wide-ranging slate consisting of comedies, dramas and reality programming. *Close Up With The Hollywood Reporter* (pictured) is a roundtable interview series showcasing the biggest names in film and television.

When Jake wakes up on Day 5 following a fatal sleep epidemic, he wanders the abandoned streets unaware that most of the world has died in their beds.

Sci-fi dramedy *Crunch Time* tells the tale of four brilliant grad students interrogated by government operatives because the world is about to end. Oh, and it's all their fault!

A lieutenant in the Cabrillo cartel decides to go against his better judgment and offer a job to an untrustworthy mobster in action movie *Cien Por Uno*. Will he regret his decision?

Arabian wealth meets car fanaticism in *Arabia Motors*, a series that follows the partners of the most popular car magazine in the Middle East.

Six Latinos traveling to the U.S. for the first time must deal with the language barrier and unfamiliar food—while also steering clear of immigration officers—in *Enchufe Sin Visa: An Undocumented Comedy*.

A crime documentary tracks female inmates participating in a controversial program that allows them to raise their *Babies Behind Bars*.

Booth 104 www.grbte.com



A+E Bears Witness

From provocative formats to controversial docs, A+E Networks brings it all to Miami. Inspired by the heroism of the real-life SEAL Team Six—known for killing Osama Bin Laden—miniseries *Six* tells the tale of this elite Special Forces unit.

Learn everything you ever wanted to know about the Knights Templar in epic drama series *Knightfall* (pictured).

The brutal murder of wealthy and glamorous Emily French (Kim Cattrall) in 1920s London is at the center of miniseries *The Witness for the Prosecution*, an adaptation of Agatha Christie's novel.

The *New Wife* is a format that examines the various ways in which remarried parents co-parent with both biological parents and newly married spouses.

Couples who've hit the breaking point in their relationships swap partners in format *Seven Year Switch*. Is the grass actually greener on the other side?

Factual series *Doomsday: 10 Ways the World Will End* delves into exactly what the title says it will—the catastrophic events that could destroy our planet.

In documentary series *Leah Remini: Scientology and the Aftermath*, the actress tells her shocking tale of leaving the Church of Scientology after 34 years.

Tresor Tower,
2-1509/2-1511
sales.aenetworks.com



WWE Is A Total Diva

WWE showcases all the fighting you'd ever want. With more than two decades under its (championship) belt, *Monday Night Raw* (pictured) is the longest running episodic TV show in U.S. history. WWE's flagship series features the best and brightest sports superstars, a slew of controversial moments and unbelievable battles.

WWE's line-up of superstars showcase their incredible wrestling and entertainment abilities in *SmackDown*, a live show that has been on the air for nearly 20 years.

Get ready to delve into the personal lives of the women of WWE in *Total Divas*, an hour-long series that follows the Bella Twins, Paige, Natalya and the rest of the ladies as they celebrate victories and endure hardships both in and out of the ring.

WWE superstars and divas of *Monday Night Raw* and *SmackDown LIVE* get into the ring and do their thing in *WWE Main Event*.

Catch up on all the storylines and matches from *Monday Night Raw* and *SmackDown LIVE* in *WWE Experience*.

Just in case you missed it, *WWE BottomLine* allows you to revisit the action of *Monday Night Raw* and get exclusive updates from your favorite Raw superstars. *WWE AfterBurn* allows you to do the same with *SmackDown LIVE*. www.wwe.com





DEFINING ENTERTAINMENT

LIONSGATE

Kanal D Fans the Flames of Desire

Turkey's Kanal D offers a slate full of long-running drama series at NATPE. *Crossroads* tells the riches-to-rags tale of Evren Ergoven. One night, the hotel chain owner makes a bad investment and loses practically everything. The only thing he and his family have left is a modest hotel in Bodrum. Should they sell it for some quick cash? Or should they keep it and turn it into a success?

Businessman Kemal Ipekçi and his family are living the good life in Istanbul when his son discovers some hurtful Family Secrets (pictured) — most importantly, that Kemal has another family in Adana.

In *Flames of Desire*, two blood brothers plan to marry off their children to one another. But their kids have other plans for themselves.

In *For My Son*, a police officer is unjustly accused of a crime that he didn't commit, and loses everything he cares for in the process. When he hits rock bottom, his old chief makes him an offer: get in good with a local godfather and give information back to the chief. But when he falls in love with Bahri's daughter, will he be able to complete his mission?

When Pelin's fiancé is a no-show at their wedding, she believes her bad luck in love is due to how poorly she treated Tankut, a man who loved her in college and whom she humiliated in front of a crowd. She decides to find him and apologize in order to get rid of her curse. But Tankut has other ideas and would love nothing more than to finally get his Sweet Revenge on Pelin.

Gulru grew up in the servants' quarters of a mansion where her father worked as a gardener. Her whole life, she admired Gulferm, the daughter of the mansion's owner. But when she crosses paths with Gulferm's former lover, Omer, her entire life is turned upside down and the War of the Roses begins.

A woman is forced to accept one man's marriage proposal while pregnant with another man's child in epic romance *Wounded Love*.

Tresor Tower, 2-1703

sales.kanalid.com.tr



Zee Hears Wedding Bells

India's Zee Entertainment Enterprises comes to NATPE with a varied programming slate headlined by *Kum Kum Bhagya* (Wedding Bells). This family drama tells the tale of a mom who runs a marriage hall, but spends most of her time trying to marry off her own daughters.

Overweight brides and grooms are paired separately with fitness and nutrition experts to help them get in shape before getting hitched in Altard.

Canine expert Seth Casteel helps prospective puppy parents find their perfect canine companions in reality series *Finding Fido* (pictured).

A new documentary series captures the Spirit of India, showcasing the unique customs, cultures and traditions of the country's people.

An inconspicuous pawnshop is at the center of *Phantasmagoria*, a series of 12 short stories that bring about illusions, apparitions and deception, and is partially based on the signs of the zodiac.

A hotelier decides to single-handedly repair the relationship between his wife and his mother-in-law in family drama *Jamai Raja*.

Zee Entertainment also comprises Zee Bollyworld, the world's biggest compilation of Indian entertainment content with over 222,000 hours of programming; and U.S.-based Z Living, a lifestyle network that focuses on living well, naturally, and offers over 1,700 hours of fitness, healthy cooking, wellness, lifestyle, reality and travel shows.

Booth 316

www.zeebollyworld.com



Mediaset Spills Phone Secrets

Italy-based Mediaset Distribution is getting hot with *Call Me Francesco* — The People's Pope, which chronicles the life of Pope Francis, from his early days in Argentina to his election as pope in Rome. The miniseries is available in both English and Spanish and is licensed in partnership with Mexico's Comarex.

Set in Afghanistan, drama *Task Force 45—Hero for Love* is the story of an army major who falls in love with a charming Afghan. Will their worlds successfully collide or are they simply too different?

Solo (Alone) is the codename of a solitary policeman tasked with infiltrating one of the largest criminal organizations in Italy.

In new controversial format *The Phone Secrets*, four couples agree to leave their smartphones on the table, giving their partners full access to them, and revealing hidden secrets.

Twelve contestants train to become *The Bodyguard* (pictured) to a superstar. A three-judge panel will evaluate them through a variety of challenges.

A reality drama puts contestants (including five celebs) in jail for a whopping 60 days to see who will thrive and who won't survive.

Non-professional dancers perform a number of dances inside a "dance box" as avatars with special sensors connected to real people in *I Love Dance*.

Meeting Table 39



www.mediasetdistribution.com

Mondo TV Finds a Treasure

Mondo TV Iberoamerica comes to NATPE with an abundance of animation (and a live-action series too). *Heidi, Bienvenida a Casa* updates Johanna Spyri's classic 1880 novel about a country girl who moves to the big city by setting it in modern times.

Five animal friends live on a magical island called Yootopia in animated series *YooHoo & Friends*. The island and planet Earth are mutually dependent, so when a problem occurs on Earth, it is reflected in Yootopia. There is a Tree of Life on Yootopia that bears mysterious fruits that have never fallen... until now. Every time a fruit falls, YooHoo and his pals must solve a problem on Earth.

Invention Story tells the tale of Kut, an intelligent fox who invents all sorts of things that use Carrotsene, a fuel made from carrots.

Sissi, the Young Empress of Austria lives a charmed life in a castle in Bavaria in this animated series that depicts how the emperor's son was supposed to marry her sister, but fell for Sissi instead.

Inspired by the famed Robert Louis Stevenson novel, animated series *The Treasure Island* expands on the classic tale, telling more of the adventures of Jim Hawkins.

The cube-shaped animal characters in *Cuby Zoo* are just toys to most kids. But when the humans are away, the cubes shall play. They come to life to play, explore and make mischief.

Eddie is a Yeti (pictured) who lives in the glaciers of Alaska, far away from humankind. But being a curious type, he one day ventures forth to a small town, where he meets nine-year-old Polly, who quickly becomes his "byff" (best yet friend forever). Eddie lets Polly tag along on his yet adventures, while Polly keeps Eddie a secret from the evil Dr. Atrocious—who wants nothing more than to add Eddie to his "furry animals and stuff" collection.

Booth 510



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Record TV Retells Biblical Stories

Biblical tales are all the rage at Brazil's Record TV. After Moses dies, Joshua is tasked with getting the Children of Israel to The Promised Land (*La Tierra Prometida*) (pictured). He may be an experienced warrior, but it's still no easy feat.

The Slave *Isaura* — the famed story of a light-skinned slave girl pursued by Mr. Leônico — won the world over. The Slave Mother (*La Esclava Madre*) is the beginning of that tale.

In a new retelling of one of the most famous parts of the Bible, Moses and the Ten Commandments (*Moses y los Diez Mandamientos*) tells Moses' life story, from birth to the Promised Land and everything in between.

Learn about the many difficulties faced by folks before they obtained the blessings of Jesus in HD series *The Miracles of Jesus* (*Los Milagros de Jesús*).

Arihus falls from his horse and becomes a paraplegic at the tender age of 12 in *Victory!* (*Victoria!*), and he's hurt when his father, Gregorio, begins to distance himself from him. When he later learns that Gregorio is not his biological father, he decides to get revenge by seducing Diana, Gregorio's daughter from his second marriage. But when he falls in love with her, will he be able to go through with his plan?

A new series retells the Biblical tale of Joseph from Egypt (*José del Egipto*). When his jealous brothers decide to teach him a lesson, they throw him into a deep well and sell him as a slave. Joseph is taken to Egypt and becomes the servant of Potiphar, head of the Pharaoh's guard. Later, hunger comes to Canaan and Jacob sends his remaining sons to Egypt to find food. Will Joseph help the brothers who hurt him so?

Tresor Tower, 2-1915

www.recordtvnetwork.com



Caracol Is In Pursuit of A Dream

Caracol Televisión is in Miami to introduce brand new telenovelas and drama series. *A Carnival Affair* is the story of Alejandro, a man who hails from the capital, despises people from the coast, and is in love with a girl who shares his hatred of coastal customs. He is therefore shocked when his mother confesses that he is actually the product of a one-night stand she had many years ago with a man from the coast. Alejandro then embarks on a journey to find his real dad. On the way, he will fall for Elizabeth, a woman from the coast whose family hates people from the capital. Which woman will Alejandro ultimately choose?

Consuelo Araujo wants to bring culture to every nook and cranny of the Earth in telenovela *Pursuit of a Dream*. In her crusade to promote popular music, she will witness her fair share of tragedies — including the deaths of her father and older sister. Will true love cure her ailing heart?

The company is also premiering new megaproduction series *Surviving Pablo Escobar, Alias JJ*, based on the book by John Jairo Velasquez (a.k.a. Popeye), who was the head of the Colombian druglord's gang of hitmen. The series, shot in 4K, is currently in production and stars Juan Pablo Urrego as JJ.

The 2016 edition of the *International Humor Festival* is also on the Caracol roster, featuring over 70 acts, including comedians, magicians and multi-talented international artists.

Tresor Tower, 2-2015

www.caracolinternacional.com



La Doña Is In Charge at Telemundo

Telemundo Internacional's NATPE roster is spearheaded by *La Doña*, starring Aracely Arámbula (pictured). It's the story of Altgracia, a strikingly beautiful woman who, at a young age, suffered abuse at the hands of a group of men who managed to escape punishment entirely. Since then, Altgracia has grown into a ruthless and ambitious woman who abandons her daughter at a young age and amasses an empire. She discovers love for the first time with Saul, a lawyer who defends victims of gender violence. But there's a catch. He's already captured the attention of Monica, Altgracia's estranged daughter.

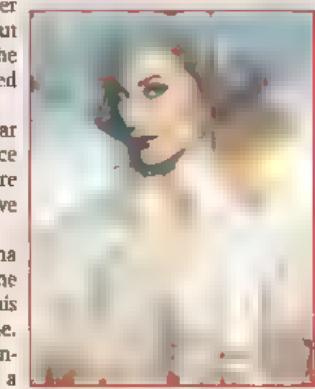
When the president of telenovela star Lucas Duarte's fan club comes face-to-face with her idol in *La Faro*, it isn't long before the star realizes that he simply can't live without his biggest fan.

El Chema tells the origin story of Chema Venegas, detailing his rise to a leader in the world of organized crime, focusing on his ability to escape authorities time after time.

Choi Bok-Sun, the wife of Baek Man-Geum, an incorrigible gambler, becomes a concubine of King Sukjong in *Apuesta Final*, a telenovela set in the late 1600s. She births two boys: one the son of the gambler, the other, the son of a king. Years later, the two half-brothers' already messy lives are further complicated by a beautiful woman standing between them.

Single mom Matilde loves her daughter Ambar more than anything else in the world. Her daughter loves her mom, but also loves Dany, the local bus driver, who ferries her to and from school.

Tresor Tower, 2-3203



www.telemundointernacional.tv

Ledafilms Tells The Whole Truth

Ledafilms' slate is topped by sci-fi feature *Max Steel*. A teenage boy and his mom move back to the town where his dad died in a mysterious accident, and he must simultaneously adjust to a new high school and new energy flare-ups that he can't control. When the energy eventually pushes him to the edge of fatal combustion, a techno-organic extraterrestrial named Steel saves him. Together they can control the energy — but apart, neither can survive for long.

Anne Hathaway and Jason Sudeikis star in *Colossal* (pictured), the story of a woman who discovers that catastrophic events in the world are somehow connected to her mental breakdown.

Animated film *Richard The Stork* tells the tale of a sparrow who is adopted by storks and lives his whole life believing that he, too, is a stork. Until the storks migrate to Africa for the winter, that is. Richard wants to go, too, but to get there, he must hitchhike through Europe by bus, train and boat. Joining him on this journey is an eccentric owl and a narcissistic parakeet.

Rock Dog is an animated adventure that follows Bodhi, a Tibetan mastiff who is expected to be the next guard of a village of sheep, but balks at the idea because he worries that he won't be as good as the previous guard — his father, Khampa. He leaves to explore his destiny in a new city. But there, he attracts the attention of his father's enemy, Lannux, leader of a gang of wolves who believe that Bodhi can help them get back into the village.

Keanu Reeves stars as a defense attorney who must defend a 17-year-old suspected of murdering his wealthy father in *The Whole Truth*.

Tresor Tower, 2-2511



www.ledafilms.com

BEYOND



Disney Media Distribution Latin America

Today's Events on the Floor and on the Roc

9:00-9:45 AM Keynote Welcome to NATPE, ▶ Chairman's Remarks and Opening Keynote
 10:00-10:45 AM K+ Showcase: A Year In Review - What Happened and What's Ahead
 10:00-10:45 AM Panel Music Industry State of the Union
 10:00-10:45 AM Panel Television's 360: VR Opportunity
 11:00-11:45 AM Panel Dynamic Duos: Talent/Producer Partnerships
 11:00-11:30 AM Panel At the Corner of Music and Scripted Drama
 11:15-12:00 PM Keynote Crossing the Traditional/Digital Divide: In Conversation with FB's Matt Jacobson and Lionsgate's Kevin Beggs

11:45-12:30 PM Panel: Create, Protect & Collect: Music Rights and IP, Domestic & Worldwide
 12:15-12:45 PM Panel: In Conversation with Hulu's Head of Content, Craig Erwich
 1:00-2:45 PM Panel: China Market Navigator
 2:00-2:45 PM Panel: The Producer's Responsibility in Storytelling
 2:00-2:45 PM Panel: The Nexus of Live Performance and Digital Broadcast
 2:00-2:45 PM Panel: The Rise of the New Media Companies: Why Are They Shifting to Content Models and Where Is This Space Going?
 2:00-3:00 PM Master Class: The Reality of the Deal

Current Legal Issues in Production, Platforms and International with Jeff Leibenson, IAEI

3:00-3:45 PM Panel: We're All Reality Content Producers Now: The Powerful Intersection of Reality TV and Social Media

3:00-3:45 PM Keynote: In Conversation with Songwriter, Author and Actor Paul Williams

3:45-4:30 PM Panel: The Business of Scripted: How Players Must Adapt in a Rapidly-Changing World

4:00-4:45 PM Panel: The Big Networks: Launch It Here and It Will Go Everywhere

4:00-4:45 PM Panel: Framing Your Show One Lyric at a Time: The Role of the Music Supervisor

4:00-4:45 PM Panel: Future of TV and Data: Inside The Leader's Playbooks

4:00-4:45 PM Master Class: Working With Influencers...with Logan Paul

4:45-5:30 PM Keynote: The Impact of Digital Storytelling and Binge Watching on Audience Behavior

4:45-5:45 PM Networking: Reality Meet Up

4:45-5:45 PM Networking: Music Meet Up

5:30-6:15 PM Networking: Scripted Meet Up



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2017 NATPE Reality Breakthrough Awards Luncheon
- 5:00 PM 7A Media Cocktail
• 6:00-8:00 PM
Opening Night Party
- 7:00 PM Propagate Cocktail
• 7:00 PM Thema Cocktail
- 8:00 PM Telemundo Party
• 8:00 PM NBCUni Party
• 8:00 PM NATPE & MediaLink Dinner

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It's Midseason Time

As is always the case, the U.S. fall TV season brought some hits (e.g. *This Is Us*, *Bull*) and some misses (e.g. *Conviction*, *Notorious*). But, the TV schedules keep on moving, and, now, it's time for midseason series to premiere. Below, a list of what's in store from the U.S. broadcast networks.

The Mick (FOX, Twentieth Century Fox TV Distribution) (Premiered January 1)

In this half-hour comedy, a hard-living, foul-mouthed woman finds herself raising her sister's spoiled kids in an affluent suburb.

Ransom (CBS, CBS Studios International) (Premiered January 1)

An experienced crisis and hostage negotiator and his team solve kidnap and ransom cases.

Star (FOX, Twentieth Century Fox TV Distribution) (Premiered January 4)

Chronicles the journeys of three young women hoping to make it big in the music business in Atlanta.

Emerald City (NBC, NBCUniversal International Television Distribution) (Premiered January 6)

Dorothy Gale and a K9 police dog are swept away into a mystical land.

Riverdale (CW, Warner Bros. International Distribution) (Premieres January 26)

A darker, more subversive take on the Archie Comic characters that's set in the present day.

Powerless (NBC, Warner Bros. International Television) (Premieres February 2)

A half-hour comedy set in the world of DC Comics.

Training Day (CBS, Warner Bros. International TV) (Premieres February 2)

Begins 15 years after the film left off; a young African-American police officer joins an elite LAPD squad.

24: Legacy (FOX, Twentieth Century Fox TV Distribution) (Premieres February 5)

This new installment of the popular suspense series follows a military hero's return back to the U.S.

APB (FOX, Twentieth Century Fox TV Distribution) (Premieres February 6)

A procedural drama based on a true story about a tech billionaire who takes over a troubled police department.

Doubt (CBS, CBS Studios International) (Premieres February 15)

A smart and successful defense attorney at a boutique firm falls for one of her clients.

The Good Fight (CBS All Access, CBS Studios International) (Premieres Feb. 19)



VideoAge International's *Water Cooler* is the coolest weekly news report in the business. Each week, our intrepid reporters tackle topics of interest to the industry.

The goal of the *Water Cooler* isn't to report first, but to report best, by generating questions, providing answers and bringing readers the TV news they need most.

Here's a selection of some of the *Water Cooler*'s most popular entries.

To read all VideoAge's weekly watercoolers, visit www.videoage.org.

A spin-off of *The Good Wife*, which follows Diane Lockhart, who's forced out of Lockhart & Lee after a major financial scam.

The Blacklist: Redemption (NBC, Sony Pictures Television) (Premieres February 23)

In this spinoff, the world's most elusive criminals from Red's infamous list form an elite mercenary team as they try to regain their self-worth.

Taken (NBC, NBCUniversal International Distribution) (Premieres February 27)

A prequel to the 2008 thriller, in which a former Green Beret is pulled into a career as a deadly CIA operative.

France TV In NYC

In its traditional end of November New York City tour, TV France International (TFI) organized a screening of trailers of French TV series and a panel discussion in the Big Apple.

This time, the event was hosted by the French Institute Alliance Française, which has much smaller facilities than the French Cultural Center, where the event was previously held.

Among the panelists were (from l. to r. in the photo below): Frank Pugliese (American writer and co-showrunner of Netflix's *House of Cards*), Fanny Herrero (French writer and creator of TFI's *Call My Agent*), Bradford Winters (American writer and producer of Epix's *Berlin Station*), Alex Berger (French-American writer and producer of Canal Plus' *The Bureau*) and Jörg Winger (from Germany, co-creator of RTL and AMC's *Deutschland 83*). The panelists are pictured in the photo below.

Representing TV France International was Hervé Michel, who became president of the association earlier this year.

The event had the feel of a cinephile get-together more than an industry gathering, with an academic moderator steering the conversation toward esoteric topics. The screenings and panel were followed by a cocktail reception.



Chicago Justice (NBC, NBCUniversal International Distribution) (Premieres March 5)

Follows a team of prosecutors and investigators under the State Attorney.

Trial & Error (NBC, Warner Bros. International TV) (Premieres March 7)

An NYC lawyer heads to a Southern town to defend an eccentric accused of murder.

Great News (NBC, NBCUniversal International Distrib.) (Premieres April 25)

An overbearing mother accepts an internship at the TV station where her daughter works.

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